



Frank Perez
New York Metro

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To: Abe Mayo - Center Candy Account # 101250

Subject: Partners Reporting 1996-1997

Manufactures have several programs for Direct Accounts to earn extra monies for supplying data and increasing SOM. These programs are very valuable to the manufactures and the information you supply is used to make business decision that directly affect business in our market place.

We must work together in order to update the missing data that has been submitted to the Partners program. Listed below are several points that should be investigated:

- Promotional Reporting
- Data entry procedures
- Programming Error (Stick Count)
- Lost invoices

Listed below is a breakdown of Center Candy's RJR Partners cartons reported vs RJR cartons purchased.

	RJR Partners Cartons Reported Sold	RJR Cartons Purchased	Difference	Per Carton Payout	Un-earned Money
1st Half 1996	122,931	156,660	33,729	0.20	\$ 6,746.00
2nd Half 1996	134,859	169,740	34,881	0.11	\$ 3,837.00
1st Half 1997	63,373	75060	11,687	*0.22	\$ 2,571.00 *
Total	321,163	401,460	80,297		\$13,154.00

Please note that inventory at the beginning and end of each program does account for a percentage of purchases not reported in the RJR Partners carton sold section.

*Money lost for the 1st Half of 1997 are estimated payments rates to-date.

Due to the constant reporting errors, payment for Firsts Half 1997 Wholesale Partners Program Category 1 - .03 Payment (Jan/Feb/Mar) has been put on hold until you can resubmit the updated first quarters disks. Contact Partners Help Line once you are ready to resubmit.

Please call with any questions.

Thank You

Frank Perez

cc: George Moulton KAM

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